

To: David Peterson, Superintendent
From: Peter Jurhs, Director of Information Technology
Scott Jacobsen, Budget/Purchasing Supervisor
Date: March 15, 2016
Re: Technology bid award recommendations

We recently completed the process of pursuing bids for a number of technology projects:

- Network switching equipment
- District fiber update
- Centennial Elementary School wiring update
- Greenhurst Elementary School wiring update
- Roosevelt, Sherman, and Iowa Elementary Schools wiring updates
- South Middle School wiring update

Included for your review are copies of the original, published bid notices; complete copies of the bid packets for each project; the district's Plant Data Cabling Specification; the Q&A form featuring questions submitted by interested parties, along with the answers provided; and a complete listing of all bids submitted, for each of the unique bid sections.

The four building wiring update bids and the district fiber update were evaluated according to:

1. Cost
2. Quality of the product proposed and conformity with specifications
3. Warranty and maintenance resources, capability, and capacity

The District Switching Equipment bid was evaluated according to:

1. Integration with our existing network infrastructure
2. Cost
3. Quality of the product proposed and conformity with specifications
4. Warranty and maintenance resources

Our recommendations for the award of each bid section is as follows:

Bid Section	Award Recommendation	Bid Amount	NSD Share
District Switching Equipment	Coeur d'com	\$684,482.97	\$136,896.59
District Fiber Update	Automated Cabling Technology	\$50,232.67	\$10,046.53
Centennial Wiring Update	Automated Cabling Technology	\$25,231.11	\$5,046.22
Greenhurst Wiring Update	System Tech Inc.	\$12,430.00	\$2,486.00
Roosevelt/Sherman/Iowa Update	Automated Cabling Technology	\$7,257.12	\$1,451.42
South Update	System Tech Inc.	\$55,800.00	\$11,160.00

The NSD Share columns lists the actual cost to the district of each bid. These purchases are substantially underwritten through E-Rate funding furnished by the Federal Communications Commission; FCC E-Rate funding pays 80% of the cost, with the district paying the remaining 20%.

A summary grid of pricing on all sections, from all bidders is provided on the last page of this recommendation.

Regarding the Centennial Wiring Update recommendation: ACS Systems provided the lowest bid price on the Centennial wiring update. Their bid, however, specified OM2 fiber, while the bid documents specified OM3 fiber. District electronics are such that OM3 fiber provides better connectivity. Given this bid deficiency, we recommend the second-lowest bidder—Automated Cabling Technology—be awarded that project.

The District Switching Equipment bid evaluation utilized a weighting formula that assigned the greatest weight to price; this greater-weight assignment to cost is a requirement of the E-Rate federal funding program from which this purchase will ultimately be made. The static scores and weighted scores for this section are included below.

The static score section is scored as follows:

- **Integration with existing network**—Bids featuring equipment that will integrate with our existing network are scored a 1.
- **Cost**—Static scores are assigned a score relative to the lowest, with the lowest score receiving 1; greater variance from the lowest score are amplified proportionally.
- **Quality of proposed solution**—The use of preferred equipment or approved alternatives, with consideration given to performance, configuration, and management requirements.
**See note below for details regarding this scoring*
- **Warranty & maintenance**—Non-HP equipment solutions and bidders were deemed to have warranty and maintenance qualifications equal to those of HP-quoting bidders, and all were assigned equivalent scores.

**Coeur d'com and Tek Hut each received a 1 because each quoted the requested HP equipment. CompuNet was marked lower for use of Cisco equipment, but not penalized further based on their submitted evidence of compatibility with HP equipment. Pine Cove was marked lower for the use of Brocade equipment, and further penalized for using a stacked-array solution (three unique devices interconnected) rather than a single-unit switch; the stacked array is deemed to deliver slower throughput speeds. CompuNet and Pine Cove each received deductions for non-HP equipment based on differing management requirements for non-HP equipment, should such be installed.*

Static scores	Integrates with existing network	Cost	Quality of proposed solution	Warranty & maintenance
Coeur d'com	1	0.95	1	1
CompuNet	1	0.73	0.8	1
Pine Cove Consulting	1	1.00	0.75	1
Tek Hut	1	0.54	1	1

Weighted scores	Integrates with existing network	Cost	Quality of proposed solution	Warranty & maintenance	Total weighted score
<i>Category weight</i>	25%	26%	25%	24%	100%
Coeur d'com	0.25	0.25	0.25	0.24	0.988
CompuNet	0.25	0.19	0.20	0.24	0.880
Pine Cove Consulting	0.25	0.26	0.19	0.24	0.938
Tek Hut	0.25	0.14	0.25	0.24	0.879

Summary Bid Pricing Grid

Bidders	Bid Section					
	District Switching Equipment	District Fiber Update	Centennial Wiring Update	Greenhurst Wiring Update	Roosevelt/Sherman/Iowa Wiring Updates	South Wiring Update
ACS Systems		\$39,395.00	\$32,945.00	\$17,841.00	\$9,236.00	\$67,366.00
Automated Cabling Technology		\$50,232.67	\$25,231.11	\$13,144.51	\$7,257.12	\$55,861.72
System Tech Inc.		\$57,693.00	\$28,620.00	\$12,430.00	\$8,350.00	\$55,800.00
Couer d'com	\$684,482.97					
CompuNet Inc	\$893,782.40					
Pine Cove Consulting	\$651,667.74					
Tek-Hut Inc	\$1,215,623.00					

Successful application for the E-Rate funding mentioned previously requires that we submit our purchase funding request to our E-Rate consultant no later than April 15. Given this timeline, your prompt attention to, and approval of, this award recommendation is appreciated.

Please contact us if you have any questions regarding any of these recommendations or the bid process.

Respectfully submitted,

Peter Jurhs
Director, Information Services

Scott Jacobsen
Budget/Purchasing Supervisor